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11 UNITED STATES DISTRICT COURT  
12 FOR THE DISTRICT OF NEVADA

13 ANDREW PERRONG, individually and on  
14 behalf of all others similarly situated,

15 Plaintiff,

16 v.

17 SPERIAN ENERGY CORP, a Nevada  
18 corporation, and ENERGY GROUP  
CONSULTANTS, INC., a Kansas  
19 corporation.

20 Defendants.  
21

NO. 2:19-cv-00115-RFB-GWF

**FIRST AMENDED CLASS ACTION  
COMPLAINT FOR DAMAGES AND  
INJUNCTIVE RELIEF**

22 Plaintiff Andrew Perrong (hereinafter "Plaintiff"), by his undersigned counsel, files this  
23 class action complaint against Sperian Energy Corp ("Sperian Energy"), and its present, former,  
24 or future direct and indirect parent companies, subsidiaries, affiliates, agents, and/or other related  
25 entities ("Sperian Energy"), as well as Energy Group Consultants, Inc. ("Energy Group  
26 Consultants"), and allege as follows:  
27

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ALL-STATE LEGAL®

PLAINTIFF'S  
EXHIBIT

A

## I. INTRODUCTION

1  
2 1. Nature of Action. Plaintiff Andrew Perrong (“Plaintiff”), individually and as class  
3 representative for all others similarly situated, brings this action against Sperian Energy for  
4 violations of the Telephone Consumer Protection Act, 47 U.S.C. § 227 *et seq.* (“TCPA”).  
5 Sperian Energy hired Energy Group Consultants to originate new energy leads for their  
6 company. Energy Group Consultants, with the knowledge and acceptance of Sperian Energy,  
7 generated those leads with automated telemarketing calls.

## II. PARTIES

8  
9 2. Plaintiff Andrew Perrong is a resident of Pennsylvania.

10 3. Defendant Sperian Energy Corp has its principal place of business in Las Vegas, NV,  
11 with a registered agent of Sackett National Holdings, Inc., 7373 Peak Dr., Suite 250, Las Vegas,  
12 NV.

13 4. Defendant Energy Group Consultants, Inc. is a telemarketing company hired by  
14 Sperian to make telemarketing calls to generate new customers. They are a Kansas corporation  
15 with a registered agent of Robert Jason King, 3402 Airport Circle, Pittsburg, Kansas 66762.

## III. JURISDICTION AND VENUE

16  
17 5. Subject Matter Jurisdiction. This Court has subject matter jurisdiction over Plaintiff’s  
18 TCPA claims pursuant to 28 U.S.C. § 1331 because Plaintiff’s TCPA claims arise under the laws  
19 of the United States, specifically 47 U.S.C. § 227. Furthermore, this Court has original  
20 jurisdiction over Plaintiff’s claims pursuant to the “Class Action Fairness Act,” 28 U.S.C. §§  
21 1332(d), 1435. While it is anticipated that neither Plaintiff nor any individual class member’s  
22 claims exceeds \$75,000, the aggregate amount in controversy for the Class exceeds \$5 million  
23 exclusive of interest and costs, and Plaintiff is a citizen of a different state from Defendant.

24 6. Personal Jurisdiction. This Court has personal jurisdiction over Sperian Energy  
25 because it has submitted to Nevada jurisdiction by registering with the Secretary of State to do  
26 business in this state, and a substantial part of the wrongful acts alleged in this Complaint were  
27 committed from Nevada. Similarly, the Court has personal jurisdiction over Energy Group

1 Consultants because they contracted with Sperian in the State of Nevada to perform the  
2 telemarketing activities that are the subject of the Complaint.

3 7. Venue. Venue is proper in this District pursuant to 28 U.S.C. § 1391(b)(1) because  
4 the Defendant is a resident of this District. Venue is also proper in this District under 28 U.S.C. §  
5 1391(b)(2) because a substantial part of the events giving rise to Plaintiff's claims occurred in  
6 this District, whereas the telemarketing calls that are the subject of this Complaint were  
7 commissioned from this District.

8 **IV. THE TELEPHONE CONSUMER PROTECTION ACT OF 1991 47 U.S.C. § 227**

9 8. In 1991, Congress enacted the TCPA in response to a growing number of consumer  
10 complaints regarding certain telemarketing practices.

11 9. The TCPA makes it unlawful to initiate any telephone call using an automatic  
12 telephone dialing system to any cellular telephone line or any service where the called party is  
13 charged for the call. *See* 47 U.S.C. § 227(b)(1)(A)(iii).

14 10. The TCPA also prohibits make multiple telemarketing calls to a residential telephone  
15 number that has previously been registered on the National Do Not Call Registry. *See* 47 U.S.C.  
16 § 227(c)(5).

17 11. In 2013, the FCC required prior express written consent for all autodialed  
18 telemarketing calls ("robocalls"). Specifically, it ordered that:

19 [A] consumer's written consent to receive telemarketing robocalls  
20 must be signed and be sufficient to show that the consumer: (1)  
21 received "clear and conspicuous disclosure" of the consequences of  
22 providing the requested consent, i.e., that the consumer will receive  
23 future calls that deliver prerecorded messages by or on behalf of a  
24 specific seller; and (2) having received this information, agrees  
unambiguously to receive such calls at a telephone number the  
consumer designates.[] In addition, the written agreement must be  
obtained "without requiring, directly or indirectly, that the  
agreement be executed as a condition of purchasing any good or  
service.[]"

25 *In the Matter of Rules & Regulations Implementing the Tel. Consumer Prot. Act of 1991*,  
26 27 F.C.C. Rcd. 1830, 1844 (2012) (footnotes omitted).

**V. FACTUAL ALLEGATIONS**

**A. Factual Allegations Regarding Sperian Energy**

12. Sperian Energy is a “retail energy provider that focuses on...six deregulated energy markets.” See <http://www.sperianenergy.com> (last visited January 11, 2019).

13. Sperian Energy services the following states: Illinois, New York, Pennsylvania, New Jersey, Maryland and Ohio. *Id.*

14. Sperian Energy’s business model relies on contacting current energy customers in those states and convincing them to have their energy serviced through Sperian.

15. One of Sperian Energy’s strategies for marketing these services involves the use of autodialers to solicit business.

16. In order to generate new sales for their business, Sperian hired Energy Group Consultants.

17. Energy Group Consultants, with the knowledge of Sperian, attempted to engage new clients by contacting them with autodialed telemarketing calls.

18. Recipients of these calls, including Plaintiff, did not consent to receive such telephone calls.

19. Instead they are “cold calls”, and utilize an autodialer because they are transmitted *en masse*.

20. Unfortunately, this system, while efficient for Sperian Energy, comes at the expense of the call recipients’ privacy, and is exactly the kind of telemarketing that the TCPA was passed to prevent.

**B. Factual Allegations Regarding Plaintiff**

21. Plaintiff is, and at all times mentioned herein was, a “person” as defined by 47 U.S.C. § 153(39).

22. Plaintiff’s telephone number that received the telemarketing calls at issue is a service that charges the Plaintiff for each call.

1 23. Plaintiff's telephone number that received the telemarketing calls at issue is used for  
2 residential purposes only.

3 24. Plaintiff's telephone number that received the telemarketing calls at issue was on the  
4 National Do Not Call Registry for more than 31 days before the first calls received.

5 25. From December 12, 2018 through December 27, 2018, Mr. Perrong's residential  
6 telephone number, was called more than 25 times by Energy Group Consultants to offer Sperian  
7 services.

8 26. The calls all followed a substantively identical pattern.

9 27. Mr. Perrong's residential telephone line would ring, and he would answer the phone.

10 28. After saying "hello", Mr. Perrong would hear a loud clicking sound and a pause.

11 29. That clicking sound is a telltale sign of a predictive dialer.

12 30. The clicking sound and the pause is an indication of the dialing system's algorithm  
13 attempting to connect Mr. Perrong to a live telemarketing representative.

14 31. A predictive dialer is an ATDS.

15 32. The caller ID for all of the calls was (861) 482-5320.

16 33. Often, the predictive dialer Energy Group Consultants would use to call Mr. Perrong  
17 would disconnect shortly after Mr. Perrong answered.

18 34. Finally, on December 27, 2018, Mr. Perrong answered the call and pretended to be  
19 interested in the sales pitch from Energy Group Consultants.

20 35. By doing this, Mr. Perrong was able to verify that the calls were being made by  
21 Energy Group Consultants for Sperian, as Sperian services were promoted on the call.

22 36. Despite Mr. Perrong indicating to Sperian that he was not interested in their services,  
23 and he had canceled this investigative pursuit of their telemarketing pitch, Mr. Perrong received  
24 multiple calls from the same (861) 482-5320 number in January 2019.

25 37. Plaintiff did not provide his prior express written consent to receive autodialed  
26 telemarketing calls on his telephone from, or on behalf of, Sperian Energy.  
27

1 38. Plaintiff's privacy has been violated by the above-described calls from, or on behalf  
2 of, Sperian Energy, and they constitute a nuisance as they are annoying and harassing.

3 39. Sperian Energy is responsible for making the above-described calls.

4 40. Plaintiff and all members of the Class, defined below, have been harmed by the acts  
5 of Sperian Energy because their privacy has been violated, they were subjected to annoying and  
6 harassing calls that constitute a nuisance, and they were invasive of their privacy. The calls also  
7 occupied Plaintiff's telephone line from legitimate communication.

8 **C. Factual Allegations Regarding Additional Consumer and Regulatory Complaints**

9 41. Unfortunately, Plaintiff's experience with Sperian Energy is not unique, as many  
10 others have lodged similar complaints after having received telemarketing calls from Sperian  
11 Energy.

12 42. First, individuals have lodged complaints recently about calls from the same Caller  
13 ID that the Plaintiff was called from:

14 The first calls came around Nov 19th, and after answering it twice (and told them not to  
15 call back), they've called 35 times, which I've ignored. I think it was about the electric  
16 bill, and had my name and address info.

17 this number called me telling me i can lower my electricity bill. they claim that i had  
18 requested this, which i did not! i called the electric company and found out that the rate  
19 they offered me is considerably higher than what i'm paying to pse&g! i spoke with 2  
different men with thick accents which i believe sound indian to me! if anyone gets a call  
from this number, i think it's a scam!!! ignore the call!

20 See <https://www.reportedcalls.com/8614825320> (Last Visited January 14, 2019).

21 43. Sperian has previously been investigated for its telemarketing practices in 2015 when  
22 the Illinois Commerce Commission (ICC) launched an investigation (Docket No. 15-0438) into  
23 the allegedly misleading and deceptive telemarketing practices of Sperian Energy.

24 44. Furthermore, the website <http://www.revdex.com/reviews/sperian-energy/1041091>  
25 (last visited January 11, 2019), details a number of complaints related to Sperian Energy's illegal  
26 telemarketing:  
27



1 This company contacted me through outbound telemarketing in violation of the federal  
2 Do Not Call act. Additionally, the message intentionally misleading, indicating that I had  
some business relationship with them and I need to call about my account.

3 Timothy D. March 30, 2016

4 Complaint: Sperian Energy contacted me by telephone on 1/29/14 at 9:00am EST with a  
5 sales pitch. My phone number is listed in the Federal Do-Not-Call Registry.

6 Reviewer1041115 March 26, 2016

7 **D. Sperian's Liability for the Conduct of Energy Group Consultants.**

8 45. Sperian is a "person," as defined by 47 U.S.C. § 153(39).

9 46. The FCC has explained that its "rules generally establish that the party on whose  
10 behalf a solicitation is made bears ultimate responsibility for any violations." *See In re Rules &*  
11 *Regulations Implementing the TCPA*, CC Docket No. 92-90, Memorandum Opinion and Order,  
12 10 FCC Rcd 12391, 12397 (¶ 13) (1995).

13 47. In their January 4, 2008 ruling, the FCC reiterated that a company on whose behalf a  
14 telephone call is made bears the responsibility for any violations. *Id.* (specifically recognizing  
15 "on behalf of" liability in the context of an autodialed or prerecorded message call sent to a  
16 consumer by a third party on another entity's behalf under 47 U.S.C. § 227(b)).

17 48. On May 9, 2013, the FCC confirmed this principle in a Declaratory Ruling holding  
18 that sellers such as Sperian may not avoid liability by outsourcing telemarketing:

19 [A]llowing the seller to avoid potential liability by outsourcing its telemarketing  
20 activities to unsupervised third parties would leave consumers in many cases  
21 without an effective remedy for telemarketing intrusions. This would particularly  
22 be so if the telemarketers were judgment proof, unidentifiable, or located outside  
23 the United States, as is often the case. Even where third-party telemarketers are  
24 identifiable, solvent, and amenable to judgment limiting liability to the telemarketer  
25 that physically places the call would make enforcement in many cases substantially  
26 more expensive and less efficient, since consumers (or law enforcement agencies)  
27 would be required to sue each marketer separately in order to obtain effective relief.  
As the FTC noted, because "[s]ellers may have thousands of 'independent'  
marketers, suing one or a few of them is unlikely to make a substantive difference  
for consumer privacy.

*May 2013 FCC Ruling*, 28 FCC Rcd at 6588 (¶ 37) (internal citations omitted).

1 49. More specifically, the May 2013 FCC Ruling held that, even in the absence of  
2 evidence of a formal contractual relationship between the seller and the telemarketer, a seller is  
3 liable for telemarketing calls if the telemarketer “has apparent (if not actual) authority” to make  
4 the calls. 28 FCC Rcd at 6586 (¶ 34).

5 50. The May 2013 FCC Ruling rejected a narrow view of TCPA liability, including the  
6 assertion that a seller’s liability requires a finding of formal agency and immediate direction and  
7 control over the third-party who placed the telemarketing call. *Id.* at 6587 n. 107.

8 51. The May 2013 FCC Ruling further clarifies the circumstances under which a  
9 telemarketer has apparent authority:  
10

11 [A]pparent authority may be supported by evidence that the seller allows  
12 the outside sales entity access to information and systems that normally  
13 would be within the seller’s exclusive control, including: access to detailed  
14 information regarding the nature and pricing of the seller’s products and  
15 services or to the seller’s customer information. The ability by the outside  
16 sales entity to enter consumer information into the seller’s sales or customer  
17 systems, as well as the authority to use the seller’s trade name, trademark  
18 and service mark may also be relevant. It may also be persuasive that the  
19 seller approved, wrote or reviewed the outside entity’s telemarketing  
scripts. Finally, a seller would be responsible under the TCPA for the  
unauthorized conduct of a third-party telemarketer that is otherwise  
authorized to market on the seller’s behalf if the seller knew (or reasonably  
should have known) that the telemarketer was violating the TCPA on the  
seller’s behalf and the seller failed to take effective steps within its power  
to force the telemarketer to cease that conduct.

20 28 CC Rcd at 6592 (¶ 46).

21 52. Sperian is legally responsible for ensuring that Energy Group Consultants complied  
22 with the TCPA, even if Sperian itself did not itself make the calls.

23 53. Sperian knowingly and actively accepted business that originated through the illegal  
24 telemarketing calls from Energy Group Consultants.  
25  
26  
27



55. Similarly, by accepting these contacts, Energy Group Consultants “manifest[ed] assent or otherwise consent[ed] . . . to act” on behalf of Sperian, as described in the Restatement (Third) of Agency. As such, Messrs. Hunter and Peters are agents of Sperian.

57. For example, Sperian had absolute control over whether, and under what circumstances, it could issue a quote to a prospective customer or take over their energy needs.

59. As a result, Sperian not only controlled the result of the work, but also the means by which it was accomplished through interim instructions.

## VI. CLASS ACTION ALLEGATIONS

Class 1:

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1 to their cellular telephone number or to a telephone number that is  
2 charged for the call; and (d) at any time in the period that begins four  
3 years before the date of filing this Complaint to trial.

4 Class 2:

5 All persons to whom: (a) Sperian Energy and/or a third party acting  
6 on Sperian Energy's behalf, made more than one non-emergency  
7 telephone calls; (b) to a residential telephone number; (c) that had  
8 been listed on the National Do Not Call Registry for at least 31 days  
9 prior to the first call; and (d) at any time in the period that begins  
10 four years before the date of filing this Complaint to trial.

11 62. Numerosity. The Classes are so numerous that joinder of all members is  
12 impracticable. Moreover, the disposition of the claims of the Classes in a single action will  
13 provide substantial benefits to all parties and the Court.

14 63. Commonality. There are numerous questions of law and fact common to Plaintiff and  
15 members of the Classes. These common questions of law and fact include, but are not limited to,  
16 the following:

17 a. Whether Sperian Energy and/or its affiliates, agents, and/or other persons  
18 or entities acting on Sperian Energy's behalf violated 47 U.S.C. § 227 by making any call, except  
19 for emergency purposes, using an automatic telephone dialing system to a cellular telephone or  
20 phone for which the call recipient is charged for the service;

21 b. Whether Sperian Energy and/or its affiliates, agents, and/or other persons  
22 or entities acting on Sperian Energy's behalf violated 47 U.S.C. § 227 by making telemarketing  
23 calls to a residential telephone number that has been on the National Do Not Call Registry for  
24 more than 31 days prior to the first call;

25 c. Whether Sperian Energy and/or its affiliates, agents, and/or other persons  
26 or entities acting on Sperian Energy's behalf obtained prior express written consent prior to  
27 making the calls at issue;

d. Whether Sperian Energy and/or its affiliates, agents, and/or other persons  
or entities acting on Sperian Energy's behalf should be enjoined from violating the TCPA in the  
future.

1           64. Typicality. Plaintiff's claims are typical of the claims of the Classes. Plaintiff's  
2 claims, like the claims of the Classes arise out of the same common course of conduct by Sperian  
3 Energy and Energy Group Consultants and are based on the same legal and remedial theories.

4           65. Adequacy. Plaintiff will fairly and adequately protect the interests of the Classes.  
5 Plaintiff has retained competent and capable attorneys with significant experience in complex  
6 and class action litigation, including consumer class actions and TCPA class actions. Plaintiff  
7 and its counsel are committed to prosecuting this action vigorously on behalf of the Classes and  
8 have the financial resources to do so. Neither Plaintiff nor its counsel has interests that are  
9 contrary to or that conflict with those of the proposed Classes.

10           66. Predominance. The Defendants have engaged in a common course of conduct toward  
11 Plaintiff and members of the Classes. The common issues arising from this conduct that affect  
12 Plaintiff and members of the Classes predominate over any individual issues. Adjudication of  
13 these common issues in a single action has important and desirable advantages of judicial  
14 economy.

15           67. Superiority. A class action is the superior method for the fair and efficient  
16 adjudication of this controversy. Classwide relief is essential to compel the Defendants to  
17 comply with the TCPA. The interest of individual members of the Classes in individually  
18 controlling the prosecution of separate claims against the Defendants are small because the  
19 damages in an individual action for violation of the TCPA are small. Management of these  
20 claims is likely to present significantly fewer difficulties than are presented in many class claims  
21 because the calls at issue are all automated. Class treatment is superior to multiple individual  
22 suits or piecemeal litigation because it conserves judicial resources, promotes consistency and  
23 efficiency of adjudication, provides a forum for small claimants, and deters illegal activities.  
24 There will be no significant difficulty in the management of this case as a class action.

25           68. Injunctive and Declaratory Relief is Appropriate. The Defendants have acted on  
26 grounds generally applicable to the Classes, thereby making final injunctive relief and  
27 corresponding declaratory relief with respect to the Classes appropriate on a classwide basis.

**VII. FIRST CLAIM FOR RELIEF**  
**(Violations of the Telephone Consumer Protection Act, 47 U.S.C. § 227)**

69. Plaintiff realleges and incorporates by reference each and every allegation set forth in the preceding paragraphs.

70. The foregoing acts and omissions of Sperian Energy and/or its affiliates, agents, and/or other persons or entities acting on Sperian Energy's behalf constitute numerous and multiple violations of the TCPA, by (a) making a call, except for emergency purposes, using an automatic telephone dialing system to a cellular telephone or phone for which the call recipient is charged for the service and (b) making telemarketing calls to a residential telephone number that has been on the National Do Not Call Registry for more than 31 days prior to the first call.

71. As a result of Sperian Energy's and/or its affiliates, agents, and/or other persons or entities acting on Sperian Energy's behalf's violations of the TCPA, 47 U.S.C. § 227(b)(1)(B), Plaintiff and members of the Class presumptively are entitled to an award of \$500 in damages for each and every call made or up to \$1,500 for each telemarketing call made deemed to be a "willful or knowing" violation.

72. Plaintiff and members of the Classes are also entitled to and do seek injunctive relief prohibiting Sperian Energy from using third parties to make outbound telemarketing calls.

**VIII. PRAYER FOR RELIEF**

WHEREFORE, Plaintiff, on his own behalf and on behalf of all members of the Classes, prays for judgment against Sperian Energy as follows:

- A. Certification of the proposed Classes;
- B. Appointment of Plaintiff as representative of the Classes;
- C. Appointment of the undersigned counsel as counsel for the Classes;
- D. A declaration that Defendants and/or their affiliates, agents, and/or other related entities' actions complained of herein violate the TCPA;
- E. An order enjoining Sperian Energy from using third parties to make outbound telemarketing calls;

1 F. An award to Plaintiff and the Classes of damages, as allowed by law;

2 G. An award to Plaintiff and the Classes of attorneys' fees and costs, as allowed by  
3 law and/or equity;

4 H. Leave to amend this Complaint to conform to the evidence presented at trial; and

5 I. Orders granting such other and further relief as the Court deems necessary, just,  
6 and proper.

7 **IX. DEMAND FOR JURY**

8 Plaintiff demands a trial by jury for all issues so triable.

9  
10 RESPECTFULLY SUBMITTED AND DATED this 5th day of March, 2019.

11  
12 By: /s/ Anthony I. Paronich  
13 Anthony I. Paronich  
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